

SENATE RESOLUTION NO. 815

WHEREAS, The Senate of the State of Texas is pleased to recognize the Houston Minority Business Council's EXPO 2005, a business opportunity marketplace, which is being held September 15, 2005, in the George R. Brown Convention Center; and

WHEREAS, EXPO 2005 is the largest minority business development trade fair in Texas aimed at assisting major corporations and other agencies to identify proven minority suppliers capable of meeting the corporations' product and service needs; and

WHEREAS, For many years, major corporations have used EXPO as a tool to disseminate information on how to do business with their companies, and owners of minority business enterprises see EXPO as a cost-effective means of accessing key purchasing personnel and decision makers; and

WHEREAS, As a result of the contacts established last year at EXPO, minority business enterprises made an average of 33 sales calls from which 44 percent reported immediate results; on average, two-thirds of the participants reported contracts ranging as high as \$2 million within eight months of the event; and

WHEREAS, For a minority business owner, major corporation, governmental agency, educational or financial institution, or business resource organization, EXPO 2005 is a valuable asset in developing lasting business relationships; now, therefore, be it

RESOLVED, That the Senate of the State of Texas, 79th Legislature, hereby commend members of the Houston Minority Business Council for sponsoring EXPO 2005 and extend to them best wishes for a successful event; and, be it further

RESOLVED, That a copy of this Resolution be prepared in honor of EXPO 2005.

Ellis

President of the Senate

I hereby certify that the above Resolution was adopted by the Senate on May 9, 2005.

Secretary of the Senate

Member, Texas Senate